

GUIDE TO EXPORTING WINE

Sources: TTB.gov, Wineinstitute.org,
Winemarketcouncil.com
Importers.com/Tradepages

U.S. FEDERAL REQUIREMENTS

Depend on:

- ◉ What product is being exported
- ◉ Whether the exporter is also the producer of the product
- ◉ And/or whether the product is being exported taxpaid or without payment of the tax

LINKS

◉ Producers (*Proprietors of Bonded Wine Premises*)

- http://www.ttb.gov/itd/wine_producer_taxpaid.shtml (exporting wine taxpaid)
- http://www.ttb.gov/itd/wine_producer_untaxpaid.shtml (exporting wine untaxpaid)

◉ Wholesalers (*Other than Proprietors of Bonded Wine Premises*)

- http://www.ttb.gov/itd/wine_wholesaler_taxpaid.shtml (exporting wine taxpaid)
- http://www.ttb.gov/itd/wine_wholesaler_untaxpaid.shtml (exporting wine untaxpaid)

EXPORTING FROM NORTH CAROLINA

- NC is a Control state:

- “Control” states, 19 in number, are the sole wholesalers of distilled spirits, as well as the retailers in various ways in some of these States.

- Contact Information:

- 3322 Garner Road
Raleigh, North Carolina 27610-5632
Phone: 919/779-0700
Fax: 919/662-3583
- <http://www.ncabc.com/>

EXPORT DOCUMENTS AND CERTIFICATES

All requests for the following certifications, or variations thereof, requested by foreign governments may be obtained through the Alcohol and Tobacco Tax and Trade Bureau's National Revenue Center in Cincinnati, Ohio.

- Certificate of Free Sale
 - Certificate of Origin and/or Age
 - Certificate of Authenticity
 - Sanitary Statement/Certificate
 - Manufacturing Process
 - Certification requests may be mailed to the address below:
-
- ⦿ Alcohol and Tobacco Tax and Trade Bureau
National Revenue Center
Attn: Document Process and Analysis
550 Main Street, Ste. 8002
Cincinnati, OH 45202
 - ⦿ You may also contact the National Revenue Center by phone,
at 1-877-882-3277.

EXPORT DATA FOR SINGAPORE

◉ Singapore

■ Licensing Requirements

- <http://www.ttb.gov/itd/singapore.shtml>

■ Demographics of Wine Population

- <http://www.wineaustralia.com/australia/Default.aspx?tabid=1728>

■ Wine Market

- <http://www.nzte.govt.nz/explore-export-markets/market-research-by-industry/Food-and-beverage/Documents/Wine-market-in-Singapore.pdf>

SINGAPOREAN IMPORTERS

- ◉ Mtotal International

“We are trading company doing import and export. Our main products are wine, beer and spirits and chocolates and chocolate making machinery.”

- ◉ Culina Pte Ltd

“Importer and distribution of products from Italy, France, Australia, US. Products includes Wine, Pastry ingredients, Food products(Chilled and Frozen),Coffee.”

- ◉ Eurotrans Supplies Pte Ltd

“Importers & Exporters of Liquor, Wine, Spirits, Beer & Branded FMCG Products.”

- ◉ See importers.com/tradepages for more details

EXPORT DATA FOR MEXICO

○ Mexico

■ Licensing Requirements

- <http://www.ttb.gov/itd/mexico.shtml>

■ Demographics of Wine Population

- <http://www.mexicosalesalliance.com/wine.html>

■ NAFTA Form

- http://www.calwinexport.com/files/NAFTA_Form_434%202009_0.pdf

MEXICAN IMPORTERS

- ◉ Distribuidora Tocamba, S.a. De C.v.

“Our company is a big importer of wines and spirits from all over the world we have a special importing license, we are suppliers of the main supermarket chains in Mexico.”

- ◉ http://www.importers.com/Importer/ID.244589/Distribuidora_Tocamba_s_a_de_c_v_.html

EXPORT DATA FOR JAPAN

◉ Japan

■ Licensing Requirements

- <http://www.ttb.gov/itd/japan.shtml>

■ Wine Report 2009

- <http://www.calwinexport.com/files/Japan%20Wine%20Report%202009.pdf>

■ Demographics of Wine Population

- <http://www.wineaustralia.com/australia/Default.aspx?tabid=1033>

JAPANESE IMPORTERS

- ◎ Brutus Co.ltd.

“We sell many kinds of alcohol, which are wine, whiskey, spirits, beer, etc, to bars and liquor shops. wholesale distributor.”

EXPORT DATA FOR CANADA

○ Canada

■ Licensing Requirements

- <http://www.ttb.gov/itd/canada.shtml>

■ Demographics of Wine Population

- <http://www.wineaustralia.com/australia/Default.aspx?tabid=358>

■ NAFTA Form

- http://www.calwinexport.com/files/NAFTA_Form_434%202009_0.pdf

CANADIAN IMPORTERS

- ◉ Rfk Trading Inc.

“Exporter of logs and wood products from western Canada. We are seeking Wine and Spirits, coffee and other products to import.”

- ◉ Petrina

“We are an importer of alcoholic beverages to Canada and the sole distributor of these products.”

- ◉ Buss Network

“Importers and Brokers of Fine Spirits, Beers, Wines. We represent the Ontario market in Canada.”

EXPORT DATA FOR CHINA

○ China

■ Licensing Requirements

- <http://www.ttb.gov/itd/china.shtml>

■ Labeling

- <http://www.wines-info.com/html/195/2006430111036171.html>

■ Demographics of Wine Population

- <http://www.wineaustralia.com/Australia/Default.aspx?tabid=1719>

CHINESE IMPORTERS

- ◉ Wine And Spirits

“Importing wine from all over the world, whisky (Maccallan, JD, Chivas, JW, Springbank, Ballantine), vodka (popular names like Absolute), Kahlua, Baileys to asia.”

- ◉ Chengdu Qunsheng Import&Export.Ltd

“We are the importers of China and want to look for a producer of wines.”

- ◉ Xiamen Auslida I&E Pty.Ltd.

“Our company mainly engage in international trading. we import wine, brandy, whisky...”

U.S. WINE EXPORTS 1994-2008

Year	Volume (In millions)		Value (In millions of dollars)
	Gallons	Liters	Revenues to Wineries
2008	129.7	490.9	\$1,008
2007	120.2	455	\$955
2006	106.9	404.5	\$876
2005	102.6	388.2	\$674
2004	121.9	461.3	\$809
2003	92.3	349.2	\$621
2002	74.5	282.1	\$549
2001	80.3	303.9	\$541
2000	77.7	294.2	\$547
1999	76.8	290.6	\$560
1998	71.9	272	\$537
1997	60	227.1	\$425
1996	47.5	179.7	\$326
1995	38.8	147	\$241
1994	35.2	133.4	\$196

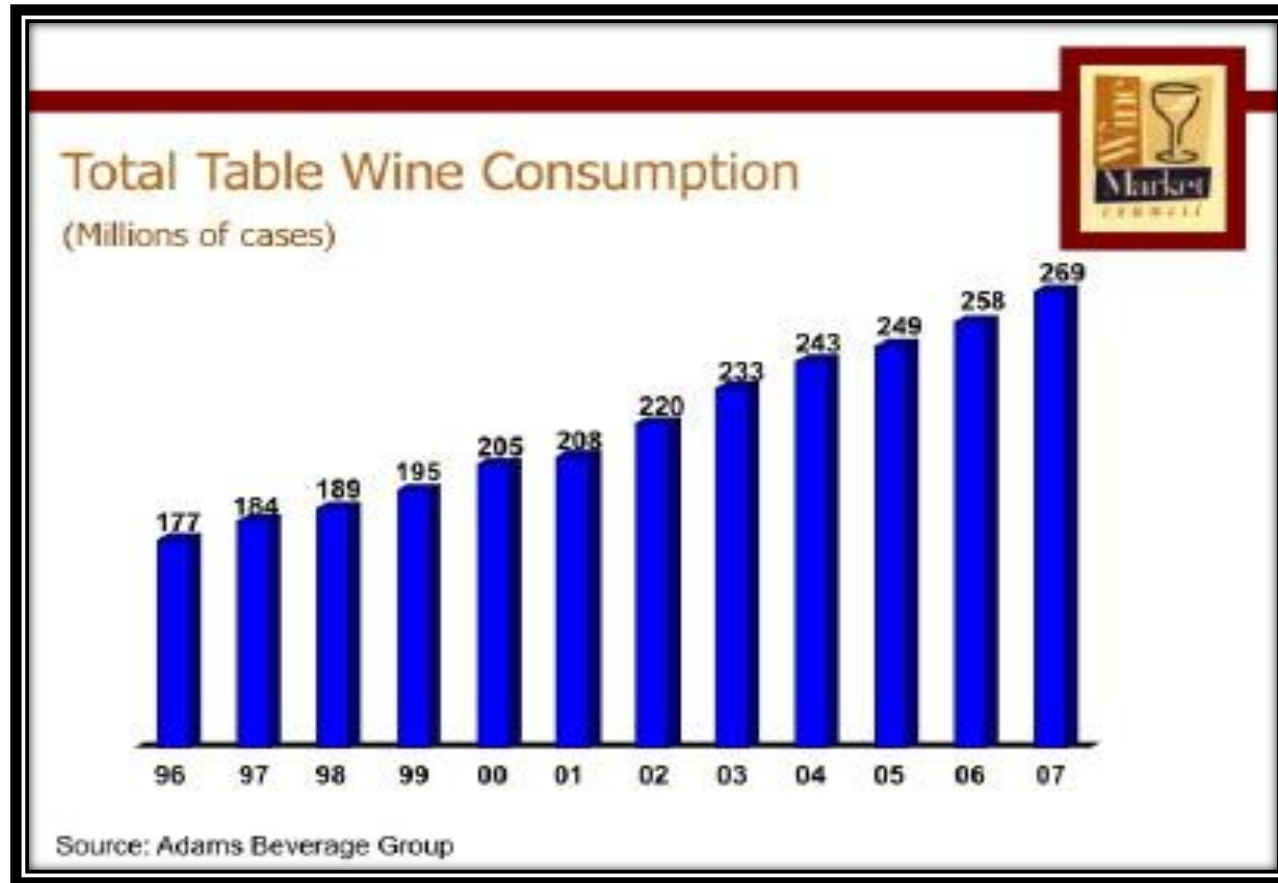
U.S. WINE EXPORTS*

YEAR TO DATE: JANUARY-DECEMBER

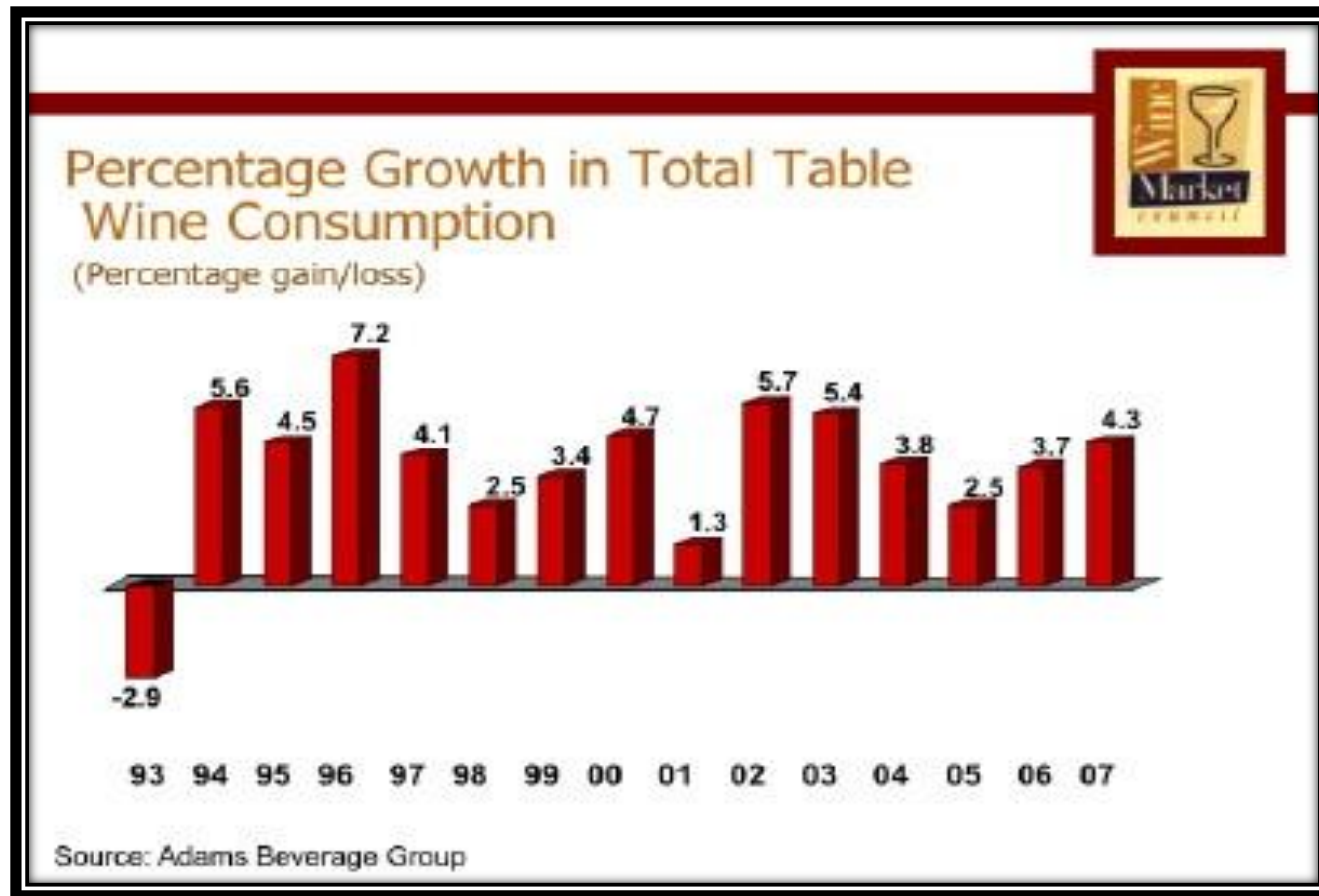
2008 AND 2007

U.S. WINE EXPORTS*							
Year to Date: January-December							
2008 and 2007							
		<u>Value (\$000)</u>		<u>Variance</u>	<u>Volume (Liters 000)</u>		<u>Variance</u>
				<u>08 v '07</u>			<u>08 v '07</u>
PARTNER COUNTRY		2008	2007	Percent	2008	2007	Percent
Ranked by 2008 Value							
European Union Total		\$486,122	\$475,108	2%	285,115	262,821	9%
Canada		\$260,167	\$234,703	11%	92,936	80,571	15%
Japan		\$61,125	\$63,205	-3%	25,789	29,156	-12%
Hong Kong		\$25,579	\$7,438	244%	10,095	3,790	166%
Mexico		\$23,104	\$23,841	-3%	12,134	13,345	-9%
China		\$21,709	\$16,162	34%	10,203	5,694	79%
Switzerland		\$18,253	\$26,111	-30%	7,111	8,544	-17%
Austria		\$13,687	\$10,476	31%	6,785	4,794	41%
South Korea		\$12,811	\$18,039	-29%	4,913	6,787	-28%
Singapore		\$11,041	\$8,755	26%	3,952	3,375	17%
OTHER COUNTRIES		\$74,661	\$70,674	6%	31,837	36,104	-12%
WORLD TOTAL		\$1,008,259	\$954,512	6%	490,870	454,981	8%

WORLD WINE CONSUMPTION



GROWTH IN WINE CONSUMPTION



WINE CONSUMPTION BY COUNTRY

<u>Rank</u>	<u>Countries</u>	<u>Amount</u>
# 1	Italy:	54 litres
# 2	France:	47 litres
# 3	Switzerland:	42 litres
# 4	Austria:	36 litres
# 5	Denmark:	32 litres
# 6	Belgium:	30 litres
# 7	Germany:	26 litres
# 8	Australia:	21 litres
#9	United Kingdom:	20 litres
#9	Netherlands:	20 litres
# 11	New Zealand:	19 litres
# 12	Sweden:	16 litres
# 13	Ireland:	13 litres
# 14	Norway:	11 litres
# 15	Japan:	10 litres
#15	Canada:	10 litres
#15	Finland:	10 litres
# 18	United States:	7 litres
	<u>Weighted average:</u>	23.6 litres

PER CAPITA WINE CONSUMPTION

<u>Country</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>% Change from 2001-2005</u>			
Japan	2.19	2.18	2.00	1.96	1.96	-10.33%			
Mexico	0.14	0.14	0.14	0.14	0.14	0.00%			
China	0.84	0.87	0.88	0.88	0.91	8.56%			
Singapore	1.72	1.75	1.01	2.20	2.12	23.64%			
Canada	8.46	8.71	10.39	10.42	10.48	23.92%			

COUNTRY RISK FOR SEPT 2009 (ACCORDING TO DUN & BRADSTREET)

- ◉ Mexico is considered to have “Slight Risk”
 - The risk environment in the country is deteriorating
 - Its economy is one of the most affected by the global recession
- ◉ Singapore is considered to have “Low Risk”
 - The risk environment in the country is stable
- ◉ China is considered to have “Slight Risk”
 - The risk environment in the country is stable
 - A lot of legal ambiguity in law interpretation

CONTINUED...

- ◉ Canada is considered to have “Lowest Risk”
 - The risk environment in the country is deteriorating
 - Many businesses have suffered financial stress because of the recession
- ◉ Japan is considered to have “Low Risk”
 - The risk environment in the country is deteriorating
 - Short-term economic policies are uncertain due to their recent general election